



February 10, 2025

BSE Limited 1st Floor, New Trading Ring, Rotunda Bldg., P. J. Towers, Dalal Street, Fort, Mumbai 400 001 Scrip Code: <b>543965</b>	National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051 NSE Symbol: <b>TVSSCS</b>
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Dear Sir/Madam,

**Sub: Investor presentation of Earnings call with analysts/ investors**

In compliance with Regulation 30 read with Para A of Part A of Schedule III and other applicable provisions of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our announcement dated February 04, 2025 on earnings conference to be held on February 11, 2025, we enclose herewith a copy of the investor presentation.

The intimation is simultaneously uploaded in the Company's website at <https://www.tvsscs.com/investor-relations/>.

Kindly take the above information on records.

Thanking You,  
Yours faithfully,

For **TVS Supply Chain Solutions Limited**

**KRISHNA**  
**PRASAD P**  
**D**  
Digitally signed  
by KRISHNA  
PRASAD P D  
Date: 2025.02.10  
19:50:37 +05'30'

**P D Krishna Prasad**

Company Secretary

*Encl: As above*

**TVS Supply Chain Solutions Limited**

No 58, Eldams Road, Teynampet, Chennai - 600018, India. Phone: +91 - 44 - 6685 7777

Registered Office: No: 10, Jawahar Road, Chokkikulam, Madurai - 625002, India.

CIN: L63011TN2004PLC054655

**BELIEVE IN THE POWER OF US**



STRICTLY PRIVATE AND CONFIDENTIAL

# TVS Supply Chain Solutions

## Q3 & 9M FY25 Earnings Presentation

February 2025





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# Q3 & 9MFY25

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## Financial Performance

# From the desk of MD



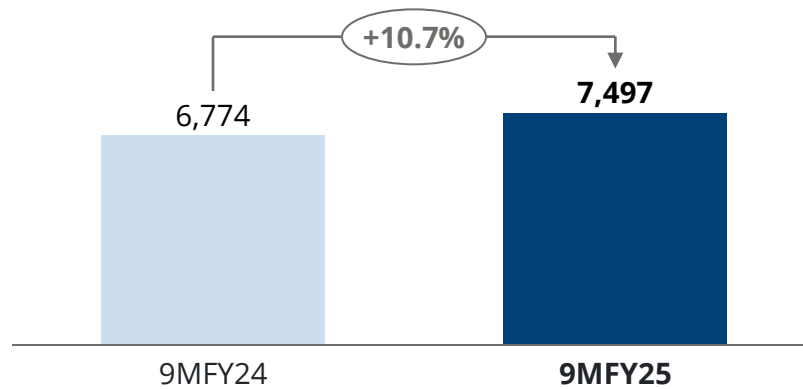
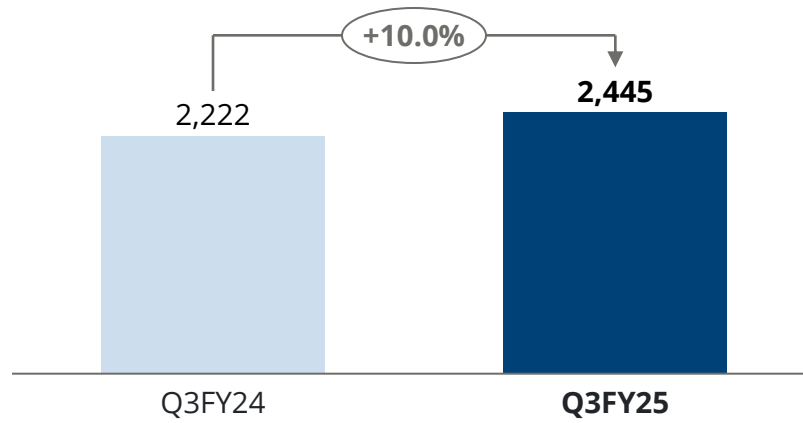
Ravi Viswanathan  
Managing Director

***Commenting on the Q3 & 9MFY25 performance, Mr. Ravi Viswanathan; Managing Director – TVS Supply Chain Solutions Limited said :***

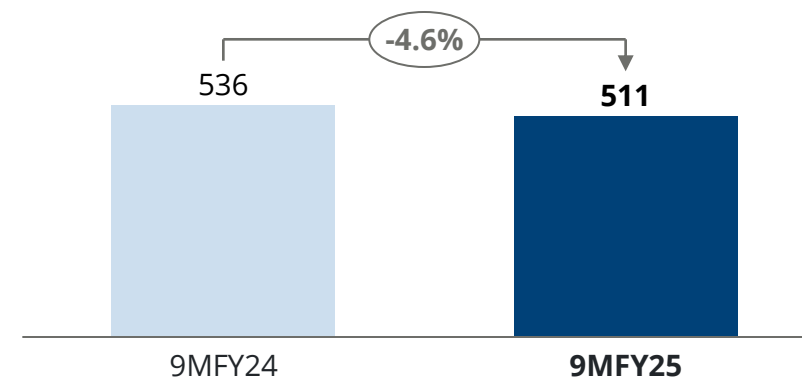
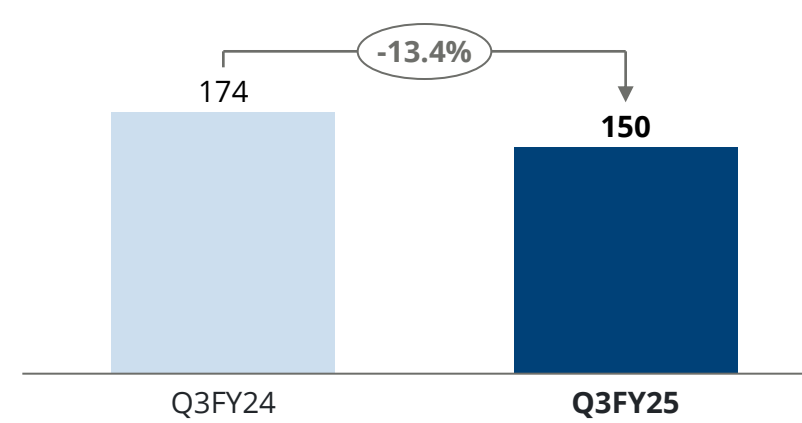
***“Our year-on-year revenue growth reflects the resilience of our business. We continue to secure large deals and capitalise on significant market opportunities, leveraging our global capabilities and technology expertise. With a robust order pipeline, bolstered by strong customer engagements, we remain bullish about our long-term growth outlook.”***

# Financial Snapshot

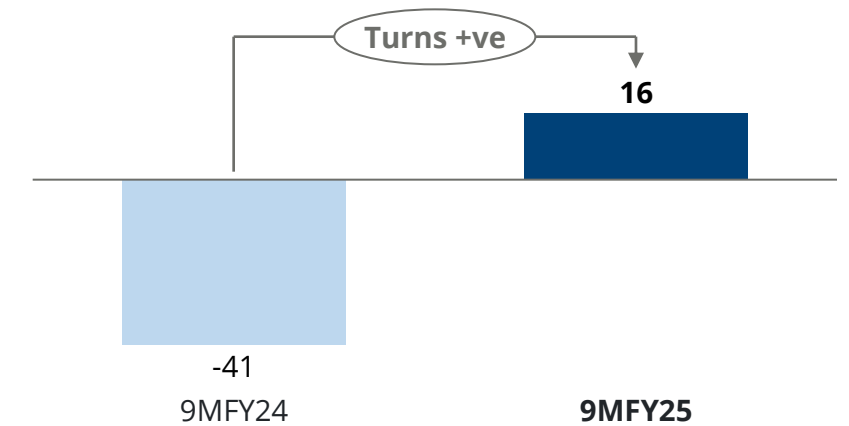
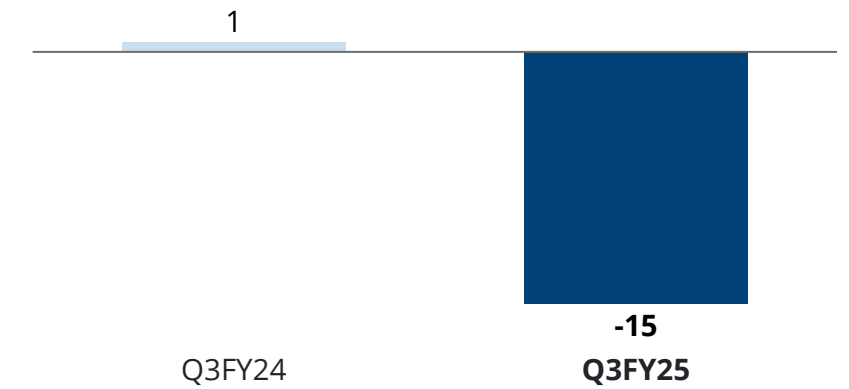
## Revenue



## Adj. EBITDA



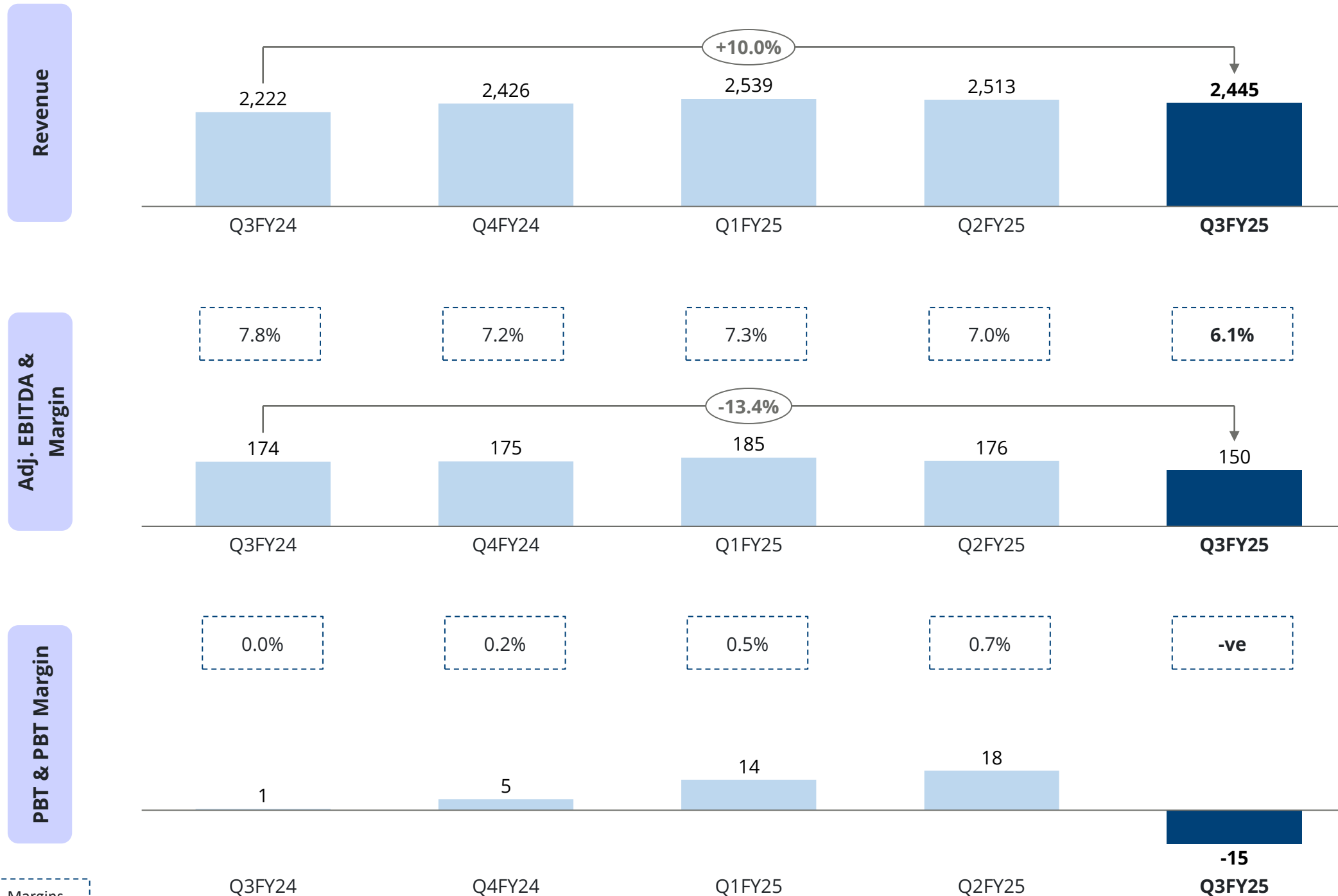
## PBT (before exceptional items)



**New Business Win – Q3FY25**  
**INR 231 Crs**

**Robust BD Pipeline**  
**INR 4,500 Crs**

# Revenue, Adj EBITDA and Profitability

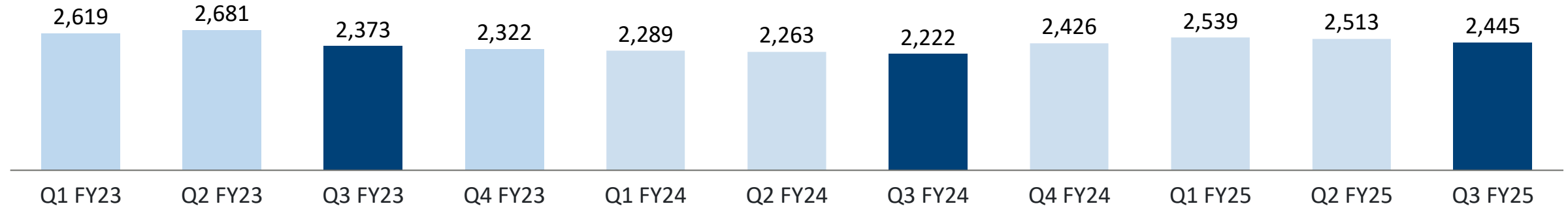


## Impact on Adj. EBITDA and EBITDA Margins on account of following reasons in the ISCS segment :

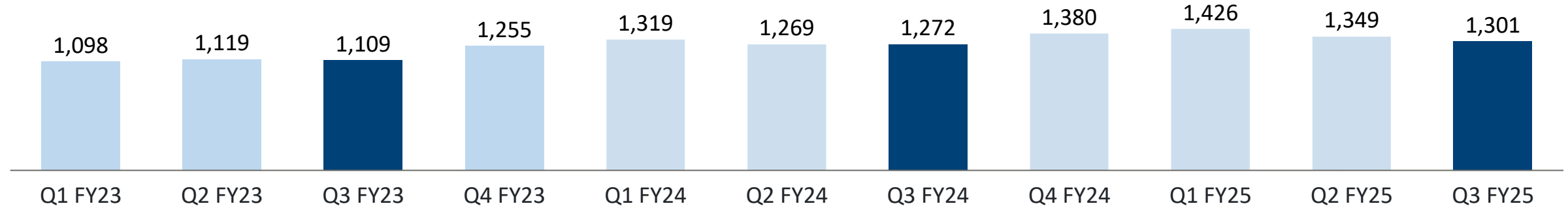
- Delay in executing a major project for a key customer in the UK, thereby delaying the revenues. However certain costs were already built in. The project operations will Go Live in Q1FY26
- End of a large contract in Defense sector
- Lower-than-expected volumes in certain key contracts due to the holiday / festive season, thus impacting overall profitability

# Seasonal factors impacting performance for Q3

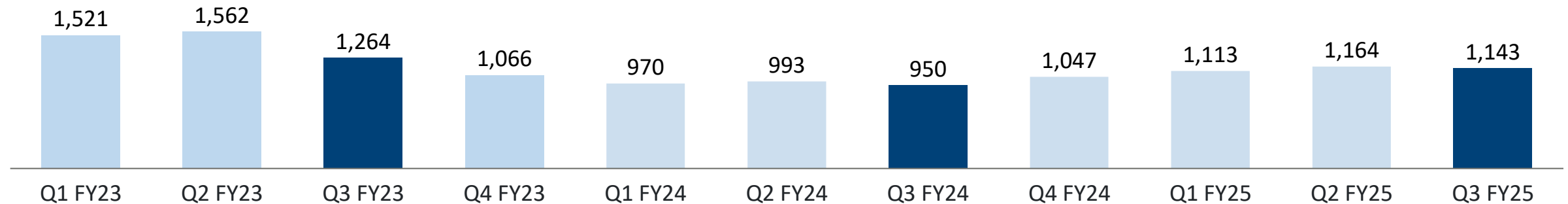
Consol.  
Revenue  
(INR Cr)



ISCS Revenue  
(INR Cr)



NS Revenue  
(INR Cr)



Q3 FY25 was unusually softer quarter due to the holiday and festive season impacting the overall performance



# Impact in Profitability is event linked and a temporary phenomenon

## Impact on Adj. EBITDA and EBITDA Margins where on account of:

- Delay in executing a major project for a key customer in the UK, thereby delaying the revenues. However certain costs were already built in. The project operations shall GO Live in Q1FY26
- Lower-than-expected volumes in certain key contracts in the due to the holiday / festive season, thus impacting overall profitability & End of a large contract in Defense sector
- Lower Margin in GFS business

## Estimated Impact on Margins going forward :

	Q3FY25	Q4FY25	Q1FY26
Delay in execution of major project in UK	Impacted	Impacted	Minimal Impact
Lower volume in key customers in ISCS Europe & End of defence sector contract in UK	Impacted	Nil Impact	+VE Impact
Lower Margin in GFS segment	Impacted	Impacted	Back to Normalcy

## Outlook :

- ✓ Margins for Q4 FY25 and Q1 FY26 are expected to be slightly impacted due to the delay in onboarding and execution of a major project in the UK. However, increased volumes from existing customers and the addition of new customers will help partially offset this impact
- ✓ BD pipeline continues to be robust and conversions taking place at healthy rates
- ✓ We view this as a near term phase, and as the large contract scales up in FY26, we anticipate higher revenues and improved margins moving forward

# Management has taken concrete steps and is confident of returning to profit led growth

1

## Strategic Price Adjustments

Implementing price increases in customer contracts as part of completing the IFM business turnaround

2

## Headcount Rationalization & Outsourcing to India

Streamlining workforce and Outsourcing support services from the overseas geographies to the Center of Excellence in India

3

## Overhead Reduction

Lowering operational and administrative expenditure across entities

4

## Warehouse Infrastructure Consolidation

Enhancing efficiency through Forward Stock Level warehouse consolidation across United Kingdom

# Segment wise Outlook for the quarter

## Integrated Supply Chain Solutions

### ISCS India

Good Margin performance; Will continue to improve

### ISCS UK

Q3 performance is a temporary blip and will get back to normalcy on Q1 FY 26

### ISCS NA

Stable margins on a growing business, with a transformational project underway that will step change business trajectory

## Network Solutions

### IFM

Multiple initiatives have successfully ensured business break-even as planned

### GFS

Back to Year-on-year double digit volume growth

# Key Highlights

	Integrated Supply Chain Solutions (ISCS)	Network Solutions (NS)
Quarterly Performance	<ul style="list-style-type: none"> <li>✓ Q3 revenue: ₹ <b>1,301.1 Cr</b>; grew <b>2.3%</b> YoY</li> <li>✓ Q3 Adj. EBITDA: ₹ <b>114.1 Cr</b></li> <li>✓ Adj. EBIDTA Margins stood at <b>8.8%</b></li> <li>✓ RoW business grew at <b>3.5%</b></li> </ul>	<ul style="list-style-type: none"> <li>✓ Q3 revenue: ₹ <b>1,143.5 Cr</b>; strong growth of <b>20.4%</b> YoY</li> <li>✓ Q3 Adj. EBITDA: ₹ <b>42.4 Cr</b>; de-grew by <b>6.6%</b> YoY</li> <li>✓ Adj. EBIDTA Margins stood at <b>3.7%</b></li> </ul>
9MFY25 Performance	<ul style="list-style-type: none"> <li>✓ 9MFY25 revenue: ₹ <b>4,075.6 Cr</b>; grew <b>5.6%</b> YoY</li> <li>✓ 9MFY25 Adj. EBITDA: ₹ <b>403.1 Cr</b>; de-growth of <b>0.4%</b> YoY</li> <li>✓ Adj. EBIDTA Margins stood at <b>9.9%</b></li> <li>✓ RoW business grew at a strong <b>12.4%</b></li> </ul>	<ul style="list-style-type: none"> <li>✓ 9MFY25 revenue: ₹ <b>3,421.3 Cr</b>; grew by <b>17.4%</b> YoY</li> <li>✓ 9MFY25 Adj. EBITDA: ₹ <b>119.1 Cr</b>;</li> <li>✓ Adj. EBIDTA Margins stood at <b>3.5%</b></li> <li>✓ Ocean freight volumes grew <b>10%</b> YoY</li> </ul>
Outlook	<ul style="list-style-type: none"> <li>✓ The impact of the delay in execution of a major UK project is expected to extend into the next quarter.</li> <li>✓ The project is now scheduled to Go Live in Q1 FY26</li> </ul>	<ul style="list-style-type: none"> <li>✓ Growth momentum in NS segment to continue on the back of : <ul style="list-style-type: none"> <li>✓ Volume uptick in the GFS business</li> <li>✓ IFM business turnaround on track, with profitability expected from next quarter</li> </ul> </li> </ul>



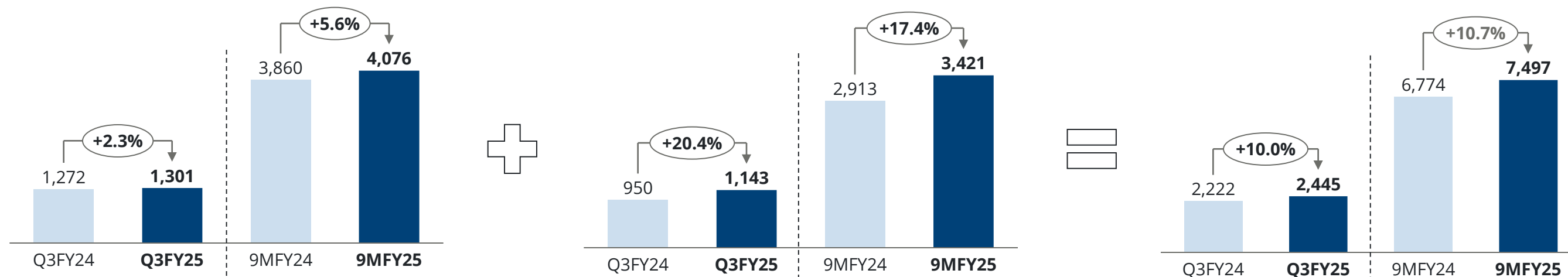
# Segment wise Revenue and Adj EBITDA

ISCS Segment (In ₹ Cr.)

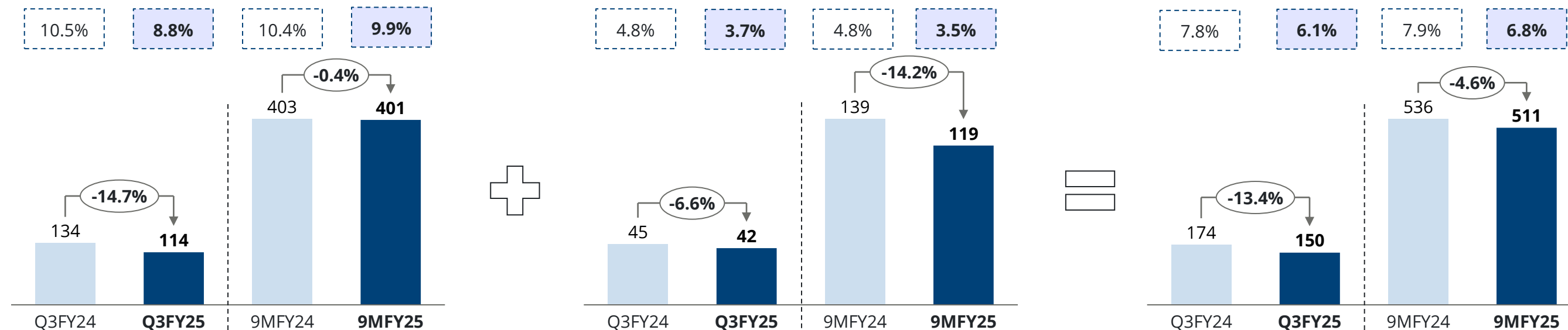
NS Segment (In ₹ Cr.)

Total (In ₹ Cr.)

Revenue



Adj. EBITDA &amp; Margin



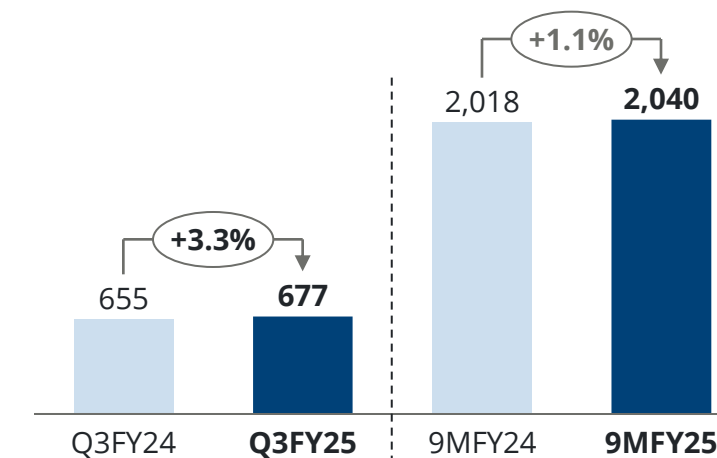
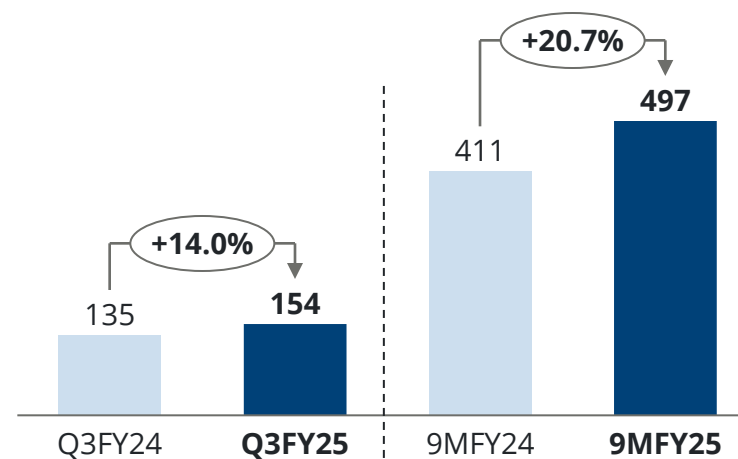
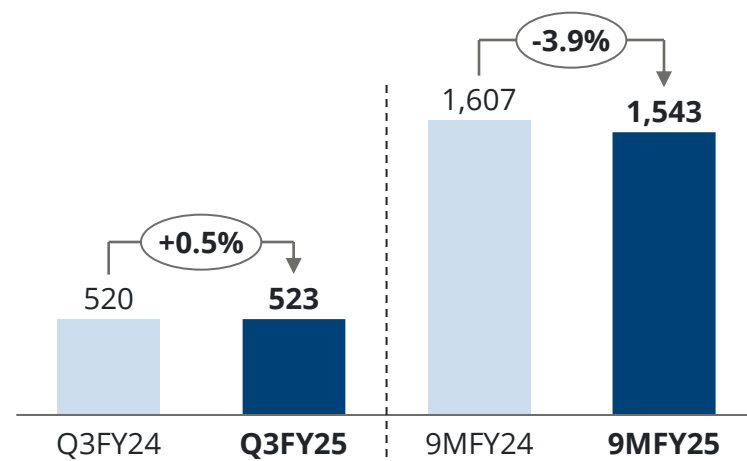
# Geography wise Revenue

ISCS Segment (In ₹ Cr.)

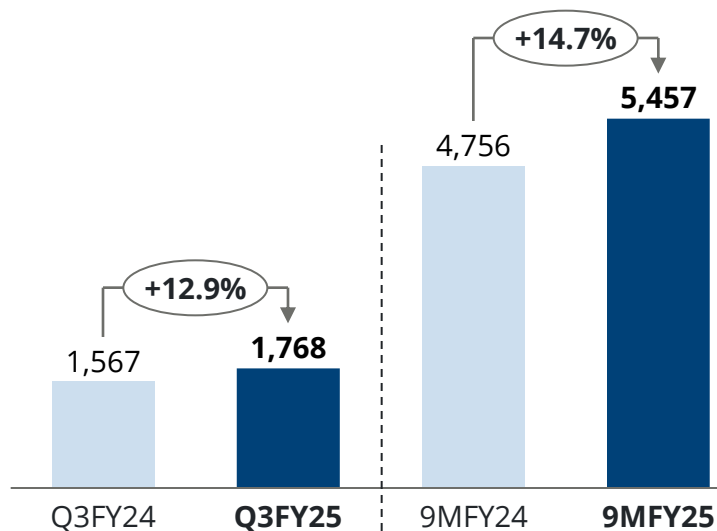
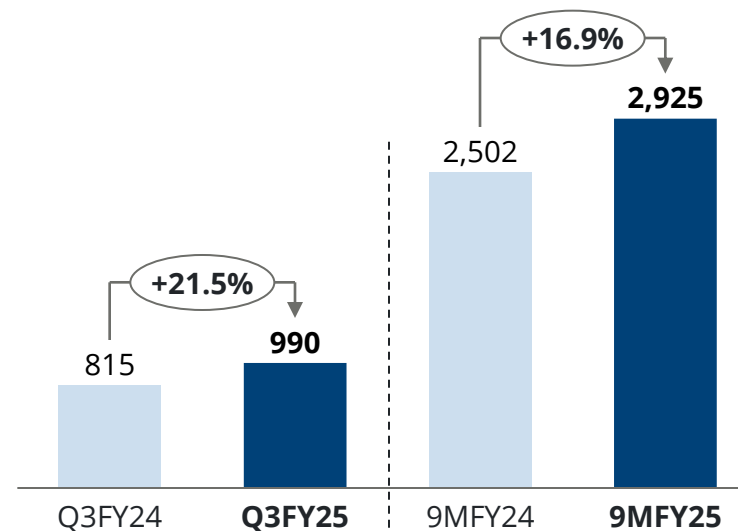
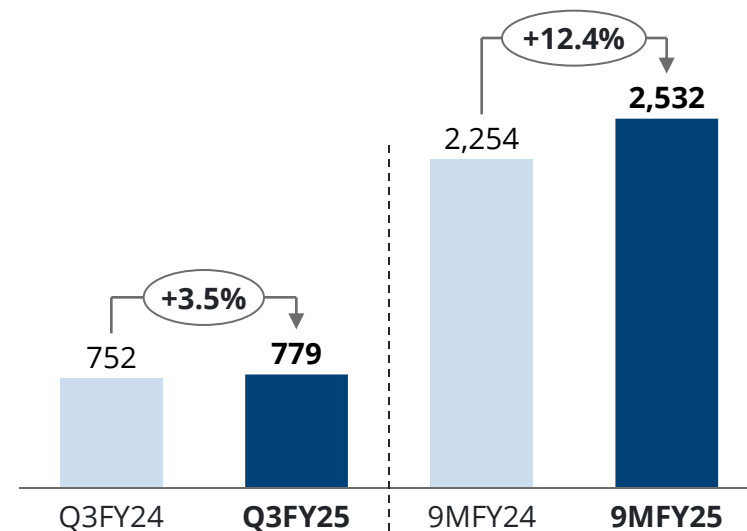
NS Segment (In ₹ Cr.)

Total (In ₹ Cr.)

India

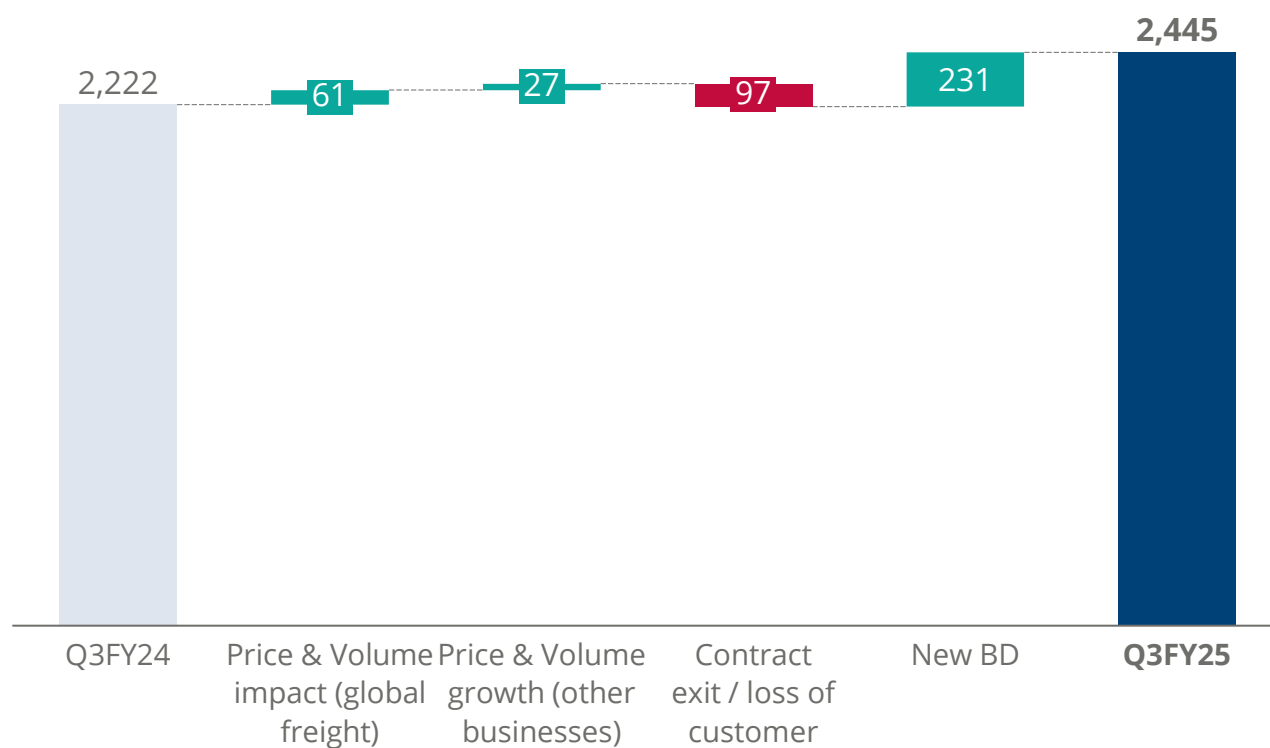


RoW

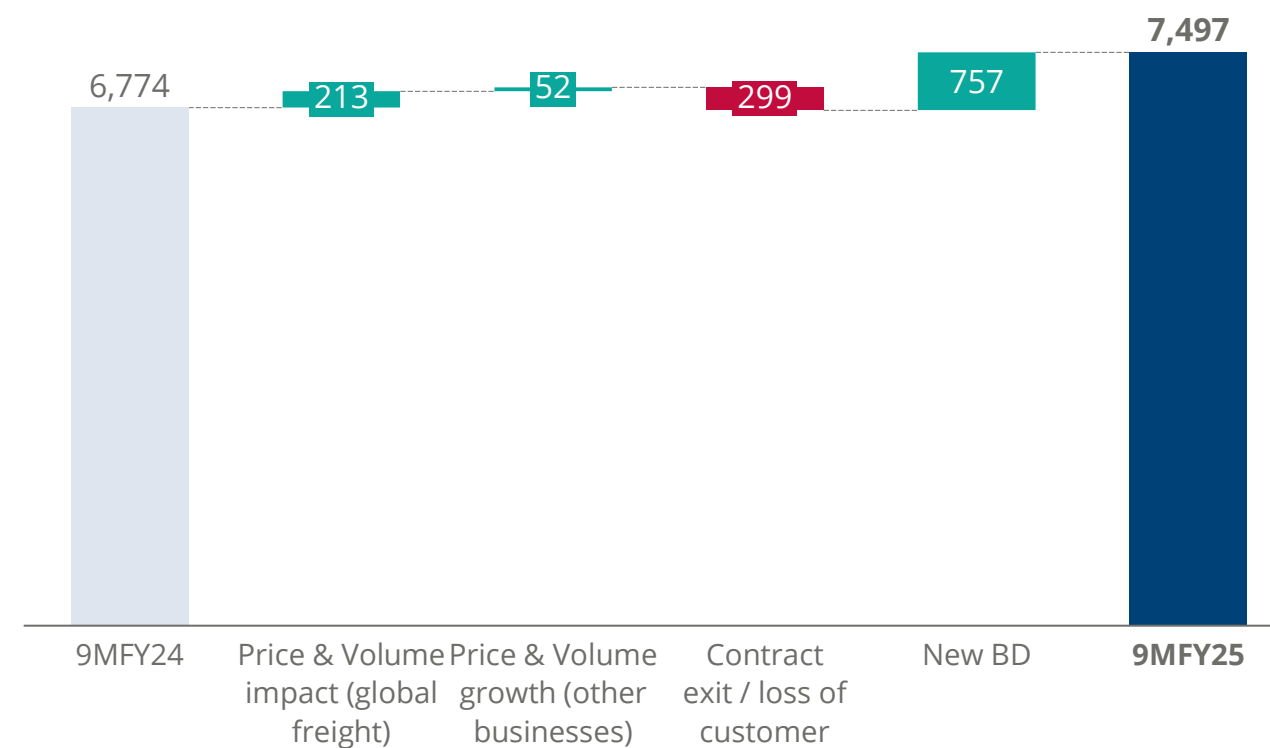


# Strong new business delivery

Revenue bridge: Q3FY24 to Q3FY25 in ₹ Cr



Revenue bridge: 9MFY24 to 9MFY25 in ₹ Cr



New Business development of translates to 10.4% and 11.2% of Q3FY24 & 9MFY24 Revenues respectively

# Business development efforts yielding consistent results

## ISCS Segment

Indian Electrical  
Equipment Company  
(India)

Indian Consumer  
Durables company  
(India)

Global Agri Equipment  
company (USA)

International Railway  
Infrastructure company  
(Europe)

Global manufacturing  
company (India)

## NS Segment

Engineering and  
Electrical Equipment  
company (GFS)

Global Wind Turbine  
manufacturer (GFS)

UK based  
consumer/healthcare  
company (IFM)

Global Consulting and  
Outsourcing company  
(IFM)

Engineering and Auto  
equipment company  
(GFS)



# Robust Pipeline gives us the confidence for a double-digit growth

## Key Opportunities in India

Integrated solutions to a global home appliances manufacturer

3PL solution including buy and sell for global wind turbine manufacturer

Warehousing solution for a leading Indian retail chain

Warehousing solution for an Indian wireless networking company

Integrated 3PL solution for automotive parts provider

Warehousing solution for global engineering and manufacturing company

## Key Opportunities in RoW

### Near Term Opportunities

Integrated 3PL solution for an American auto OEM

Technical repair solution for Industrial company

Integrated 3PL solution for a UK based Defence contractor

Warehousing solution for a global Auto Component and Engineering company

Integrated 3PL solution for a UK based automobile OEM

### Long gestation opportunities

Integrated 3PL solution for a UK based energy company

Field Service management solution for a large Retail chain

Manufacturing and Warehousing solution for an American automobile manufacturer

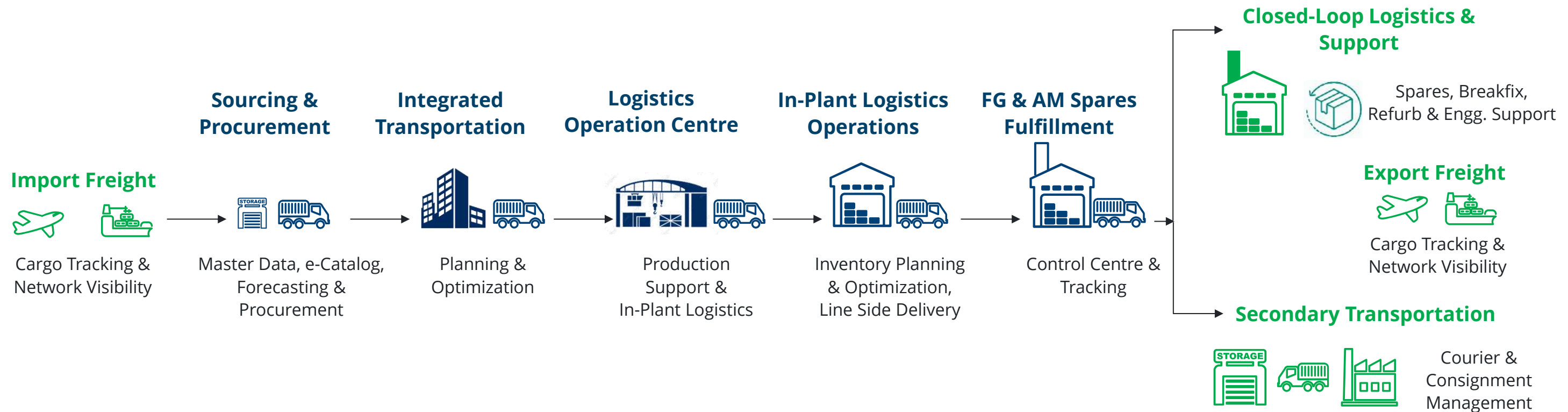
# Q3 & 9MFY25 Profit & Loss Statement

In INR Cr - Continuing operations	Q3FY25	Q3FY24	Y-o-Y	9MFY25	9MFY24	Y-o-Y
<b>Revenue from operations</b>	<b>2,444.6</b>	<b>2,221.8</b>	<b>10.0%</b>	<b>7,496.9</b>	<b>6,773.7</b>	<b>10.7%</b>
Other Income	24.6	21.6		58.8	48.1	
<b>Total Income</b>	<b>2,469.2</b>	<b>2,243.4</b>	<b>10.1%</b>	<b>7,555.7</b>	<b>6,821.8</b>	<b>10.8%</b>
Total material related costs	391.4	411.5		1,314.4	1,193.9	
Freight, clearing, forwarding and handling charges	705.1	552.4		2,183.5	1,689.9	
Sub-contracting costs and Casual labour charges	356.3	350.9		1,065.7	1,107.4	
<b>Total Variable Expenses</b>	<b>1,452.8</b>	<b>1,314.9</b>		<b>4,563.6</b>	<b>3,991.3</b>	
<b>Variable Margin</b>	<b>991.8</b>	<b>907.0</b>	<b>9.4%</b>	<b>2,933.3</b>	<b>2,782.4</b>	
<b>Variable Margin (%)</b>	<b>40.6%</b>	<b>40.8%</b>		<b>39.1%</b>	<b>41.1%</b>	
Employee Cost	590.3	552.3		1,743.3	1,675.0	
Other Expenses	269.0	192.6		706.7	589.8	
Total Fixed Expense	859.3	744.9		2,450.1	2,264.8	
<b>EBITDA</b>	<b>132.6</b>	<b>162.1</b>	<b>-18.2%</b>	<b>483.2</b>	<b>517.6</b>	<b>-6.6%</b>
<b>EBITDA Margins (%)</b>	<b>5.4%</b>	<b>7.3%</b>		<b>6.4%</b>	<b>7.6%</b>	
ESOPS	-0.4	0.0		-0.6	-3.3	
Add : Loss on Forex Translations	-17.3	-11.5		-27.1	-14.7	
<b>Adjusted EBITDA</b>	<b>150.3</b>	<b>173.6</b>	<b>-13.4%</b>	<b>510.9</b>	<b>535.6</b>	<b>-4.6%</b>
<b>Adjusted EBITDA Margins (%)</b>	<b>6.1%</b>	<b>7.8%</b>		<b>6.8%</b>	<b>7.9%</b>	
Depreciation	135.5	139.7		410.2	418.2	
EBIT	-3.0	22.4		73.0	99.4	
Finance Cost	39.5	44.0		119.6	164.5	
Share of Profit from TVSILP	2.6	0.6		4.2	2.4	
Profit before Exceptional Items & Tax	-15.2	0.6		16.4	-14.6	
Exceptional Items	0.0	0.0		0.0	-26.4	
<b>Profit before Tax</b>	<b>-15.2</b>	<b>0.6</b>	<b>NA</b>	<b>16.4</b>	<b>-41.0</b>	<b>NA</b>
<b>Profit before Tax Margin (%)</b>	<b>-0.6%</b>	<b>0.0%</b>		<b>0.0%</b>	<b>0.0%</b>	
Tax	8.6	-9.4		22.1	22.1	
<b>Profit After Tax</b>	<b>-23.8</b>	<b>10.0</b>	<b>NA</b>	<b>-5.7</b>	<b>-63.1</b>	<b>NA</b>
<b>PAT Margins (%)</b>	<b>-1.0%</b>	<b>0.4%</b>		<b>-0.1%</b>	<b>-0.9%</b>	
<b>PAT (before Exceptional items)</b>	<b>-23.8</b>	<b>10.0</b>		<b>-5.7</b>	<b>-36.7</b>	

# Company Overview

# A supply chain solution provider with end-to-end capabilities...

We have two operating segments:



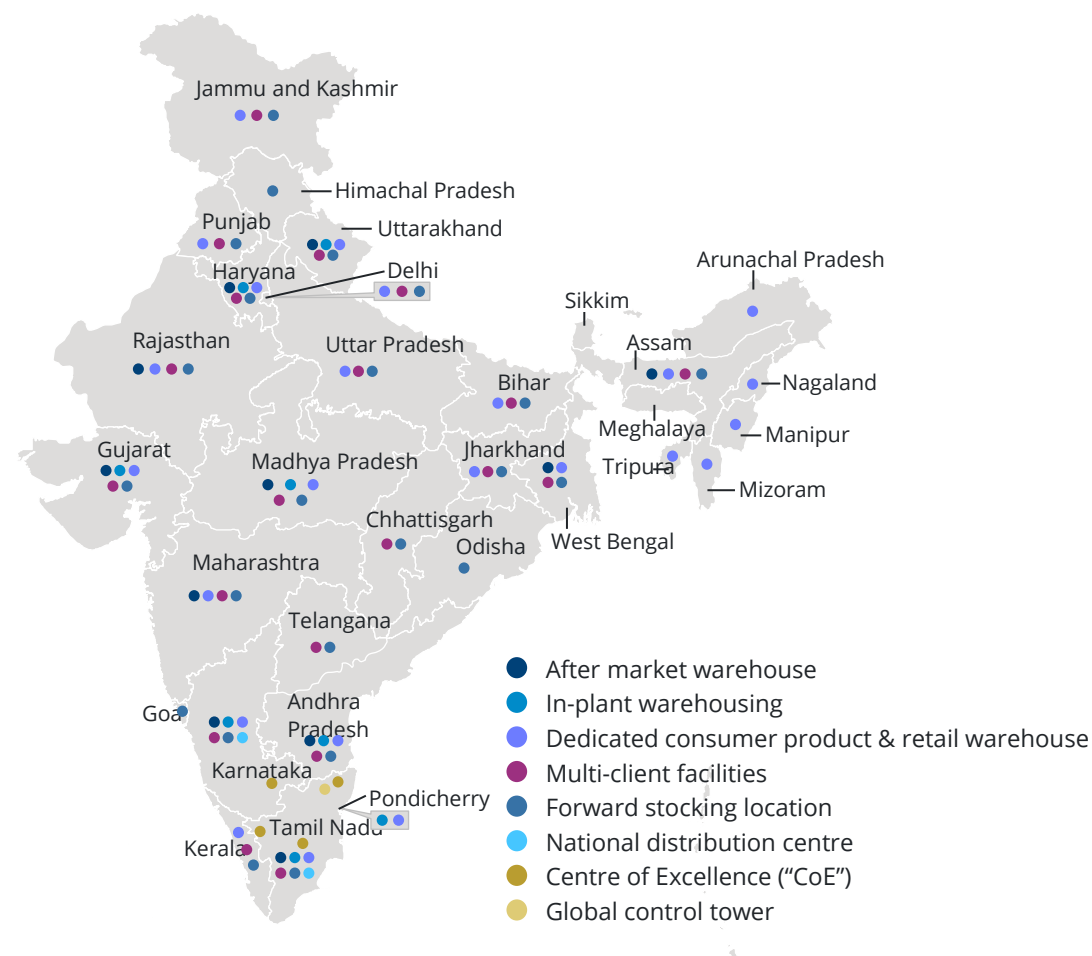
★ Integrated Supply Chain Solutions

★ Network Solutions



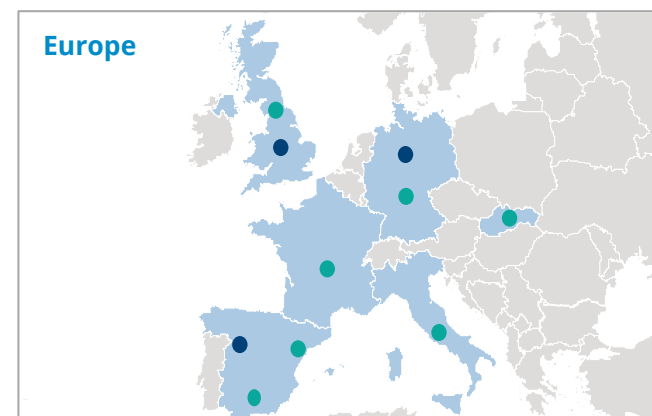
# ...with a global business headquartered in India...

## We are present across India

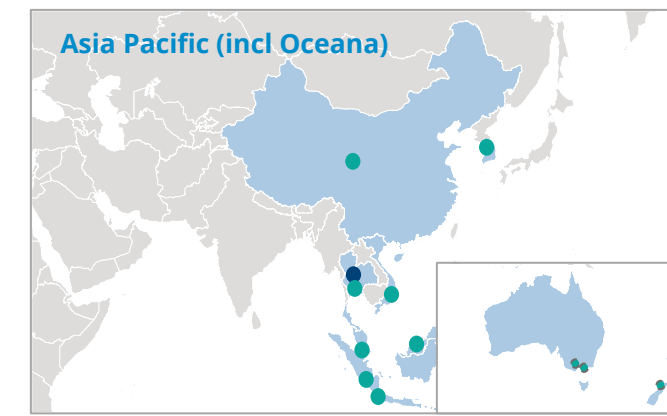


Total warehouse space: 20.8 Mn sft  
No. of permanent employees: 13,110

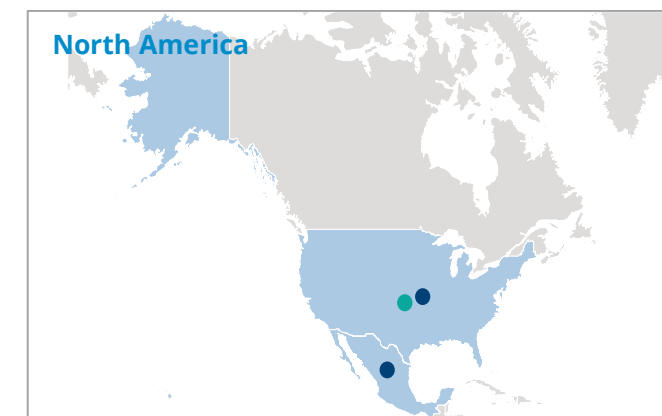
## And globally across four continents



Total warehouse space: 1.9 Mn sft  
No. of permanent employees: 2,710



Total warehouse space: 1.3 Mn sft  
No. of permanent employees: 753



Total warehouse space: 1.5 Mn sft  
No. of permanent employees: 482

# ...and Experienced Management Team



**R. Dinesh**  
Executive Chairman

Executive Chairman, Past-President CII, Director TVS Mobility



**Ravi Viswanathan**  
Managing Director

Prior experience: Tata Group



**Ravi Prakash Bhagavathula**  
Global CFO

Prior experience: Pfizer, Coca-Cola, Procter & Gamble

## Regional CEOs

### Integrated Supply Chain Solutions Segment



**Kameswaran Sukumar**  
CEO, TVS SCS India

Prior exp:  
FedEx, AFL, Tata  
Teleservices



**Andrew Jones**  
CEO, TVS SCS Europe

Prior exp:  
Klarius Group



**Richard Vieites**  
CEO, TVS SCS North America Inc.

Prior exp:  
Syncreon, CEVA



**Vittorio Favati**  
CEO, TVS SCS Singapore

Prior exp: CEVA,  
Syncreon, Eagle  
Global Logistics



**Jonathan Croyden**  
CEO, Integrated Final Mile

Prior exp:  
Siemens,  
Fujitsu



**Baminee Viswanat**  
Global General Counsel

Prior exp:  
Lenovo, Vijay  
TV, Thomson  
India



**Ethirajan Balaji**  
Global CHRO

Prior exp:  
Randstad India



**Dinesh Narayan**  
Global CIO

Prior exp:  
Infosys, United  
Airlines

## Global Functional leads

# Strategies for Growth : 3C Approach

We identify opportunities using the 'C3 Framework' in the three C's - Customer, Capability and Country

1

## CUSTOMER

- ✓ Deepen our customer relationships
- ✓ Acquire New Customers

We started with offering single service to a customer and subsequently we have been able to expand this relationship and started to offer bundle of services to them across regions

2

## CAPABILITIES

- ✓ Continued innovation and investment in technology
- ✓ Continued focus on delivering value-added solutions and building end-to-end Capabilities
- ✓ Continue to invest in team, talent, and partners

We have added multiple capabilities over the years in order to continue to enhance our customers supply chain and achieve higher efficiency in our operations throughout the whole supply chain

3

## COUNTRY

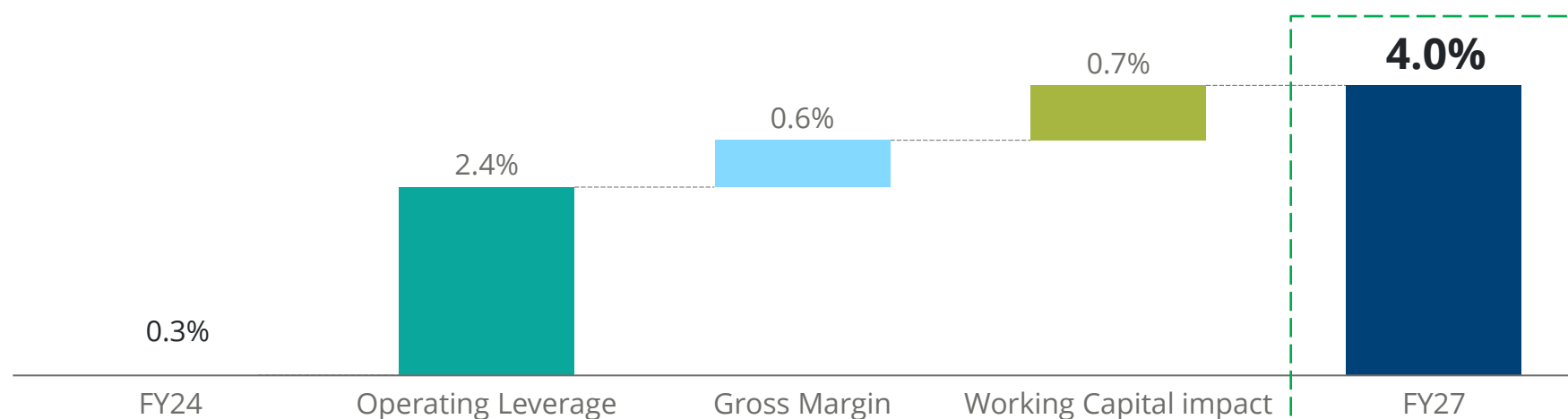
- ✓ Leverage our global network to expand into new markets
- ✓ Deepen presence in a country
- ✓ Continue to grow our global platform through targeted inorganic opportunities

Over the years we have expanded our geographical presence enabling us to accelerate growth, realize higher revenue and cost synergies and increase margins

Our strategy revolves around **ENCIRCLEMENT** which focuses on increasing the wallet share of existing customers by generating incremental business by increasing the scope of our services

# Our Medium-Term Outlook

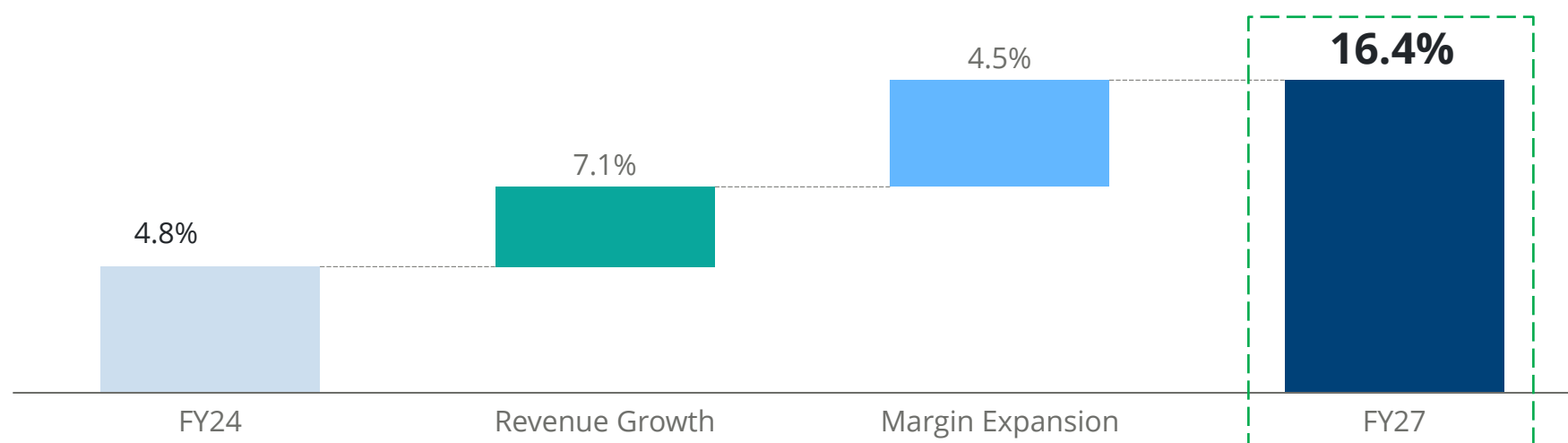
## Profit Before Tax Margin (%)



Industry Best-in-Class\*

PBT Margin:  
**8 - 11%**

## ROCE Profile (%)



RoCE Profile:  
**> 20%**



# Our Growth Vision



Deep Domain Expertise

Global Network

Proprietary Technology

# Region wise segmental historical Overview

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# Outperforming the GDP growth Regionally

De-coupled to GDP  
growth



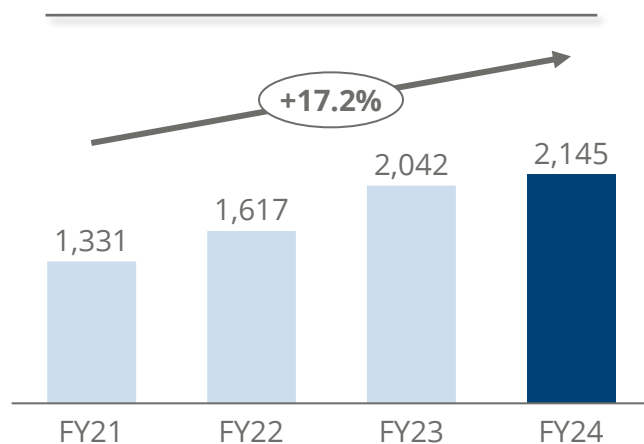
Our ISCS business has outperformed the GDP growth in the market we operate and has **grown at a CAGR of 17.8%** between FY21 & FY24

Continued Revenue  
Momentum

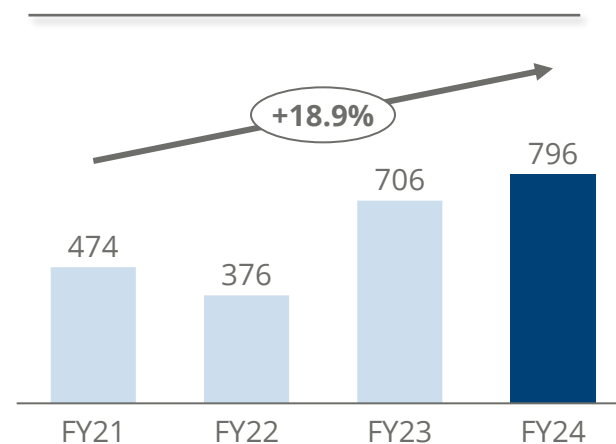


# ISCS Consolidated

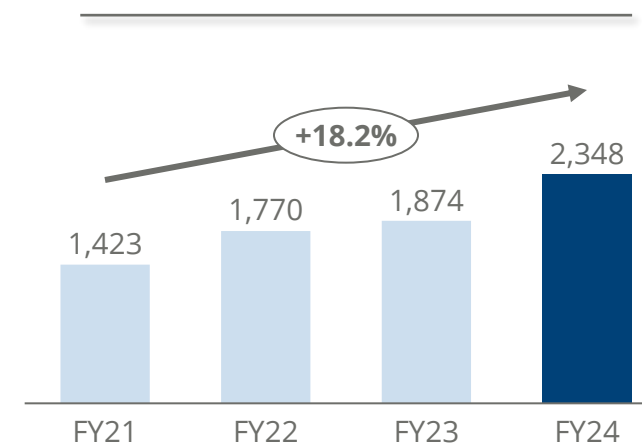
## ISCS India Revenue



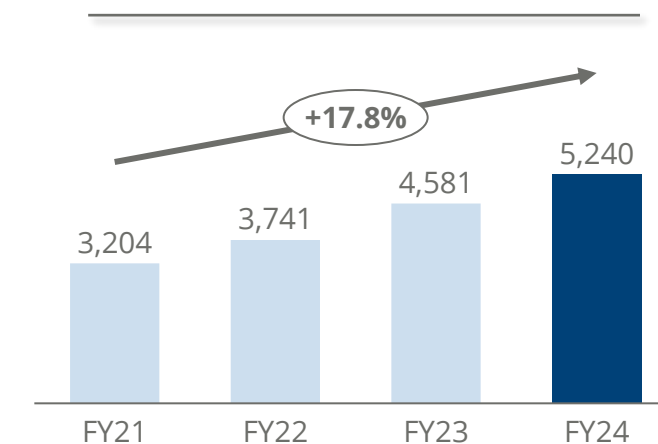
## ISCS NA Revenue



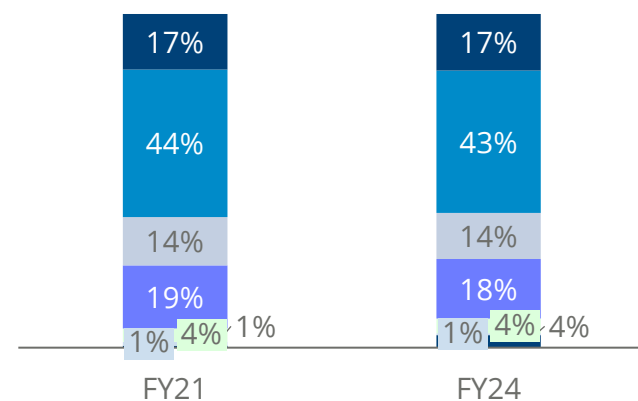
## ISCS UK Revenue



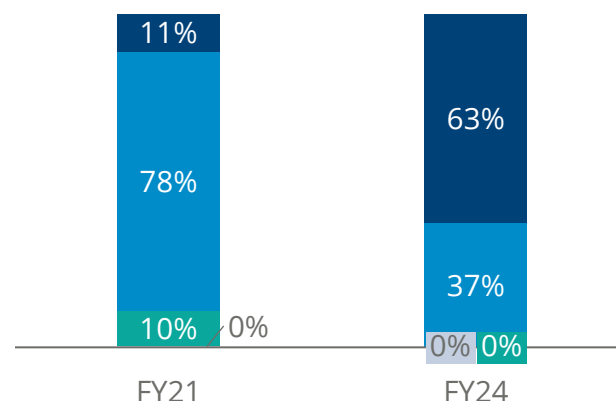
## Consolidated ISCS Revenue



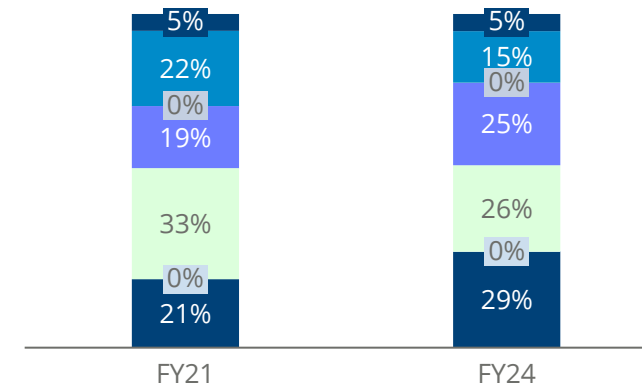
## Industry Wise Breakup



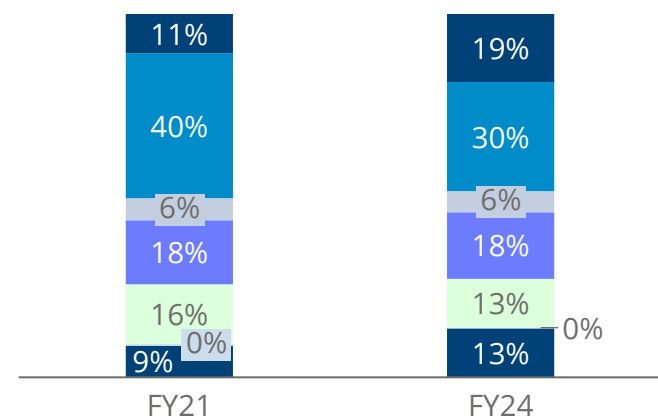
## Industry Wise Breakup



## Industry Wise Breakup



## Consolidated Industry Wise Breakup



Industrial Automotive Tech and Tech Infra Consumer Rail and Utilities Healthcare Others

Industrial Automotive Consumer Others

Industrial Automotive Tech and Tech Infra Consumer Rail and Utilities Healthcare Others

Industrial Automotive Tech and Tech Infra Consumer Rail and Utilities Healthcare Others

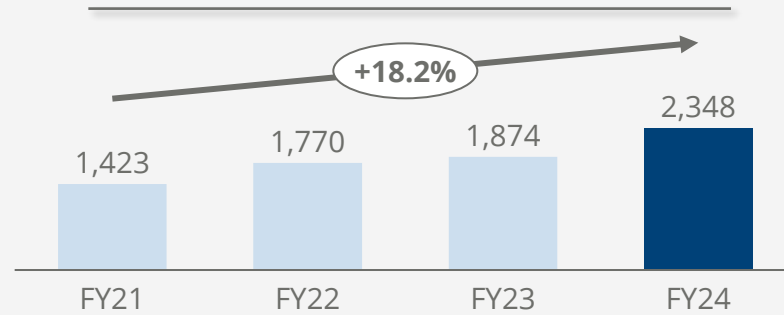
**Encirclement**

**Diversification**

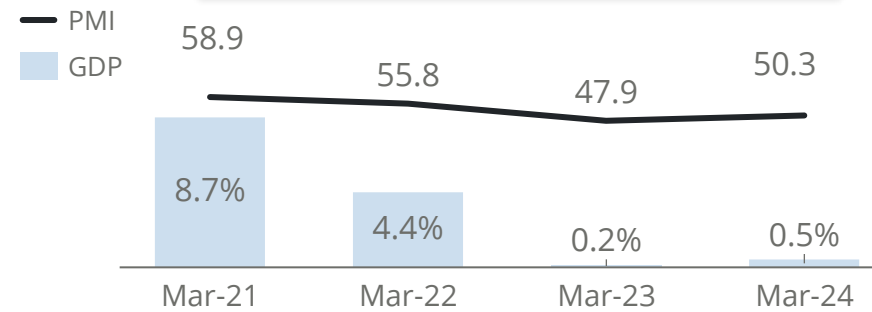
**EBIT Margin Improvement**

# ISCS – UK Business

### ISCS UK Revenue



### UK GDP & Manufacturing Growth

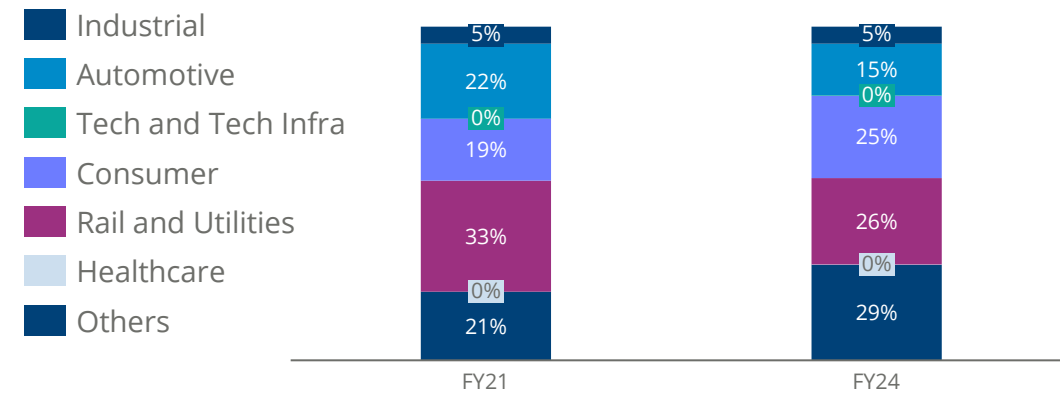


ISCS UK business grew by

**18.2% CAGR**

over the last 4 years, outperforming the UK GDP growth

### De-Risking with Diversification



### Key KPI

Average length of contracts\*

**6.2** Years in FY24

Addition of new contracts & wallet share addition has enhanced the avg. revenue per contract by **~17% CAGR** in FY24 over FY21

### Outlook

We have been able to offer differentiated solutions to our customers, thereby enhancing our wallet share & securing new contracts. Momentum to continue in FY 25.

Growth Levers

### Encirclement

New contracts from Existing Customer & adding incremental wallet share

### Diversification

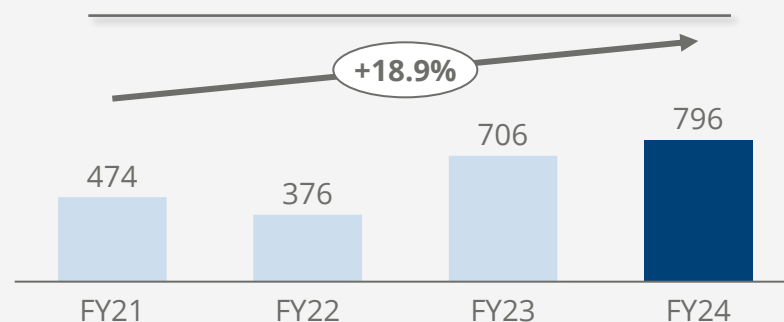
Addition of new customers across industries and adding multiple contracts across service lines

### EBIT Margin Improvement

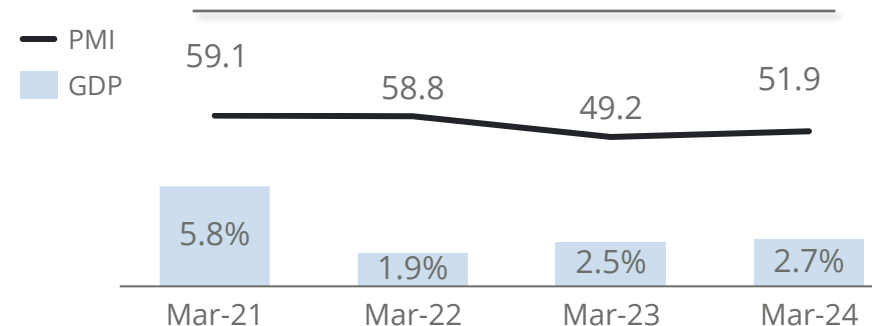
Contract level margin management coupled Operating leverage in line with medium term goals

# ISCS – North America Business

## ISCS North America Revenue

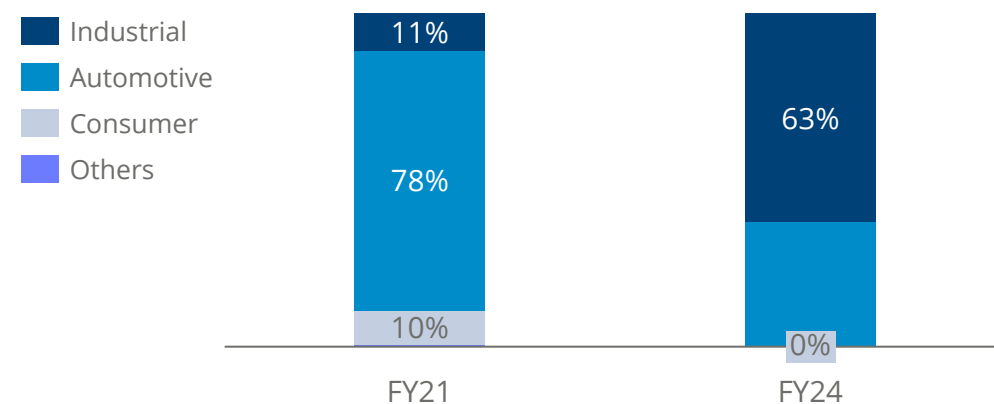


## US GDP & Manufacturing Growth



ISCS North America business grew by  
**18.9% CAGR**  
 over the last 4 years, outperforming  
 the US GDP growth

## De-Risking with Diversification



## Key KPI

Average length of contracts\*  
**4.4** Years in FY24

Addition of new contracts & wallet share addition has enhanced the avg. revenue per contract by **~13% CAGR** in FY24 over FY21

## Outlook

We have seen a steady recovery and growth in our NA business over past three years. Momentum will continue in FY 25.

Growth Levers

### Encirclement

New contracts from Existing Customer & adding incremental wallet share

### Diversification

Addition of new customers across industries and adding multiple contracts across service lines

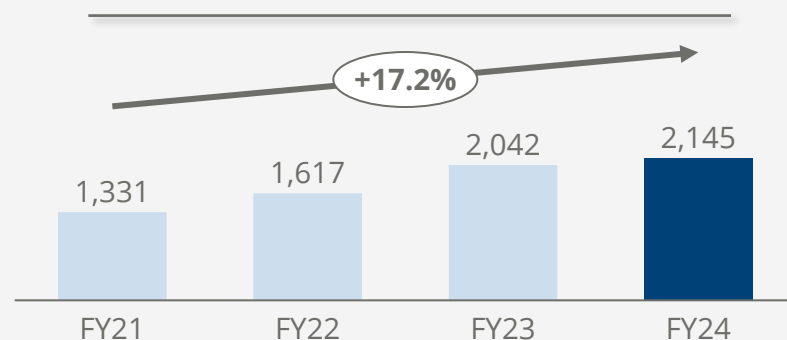
### EBIT Margin Improvement

Contract level margin management coupled Operating leverage in line with medium term goals

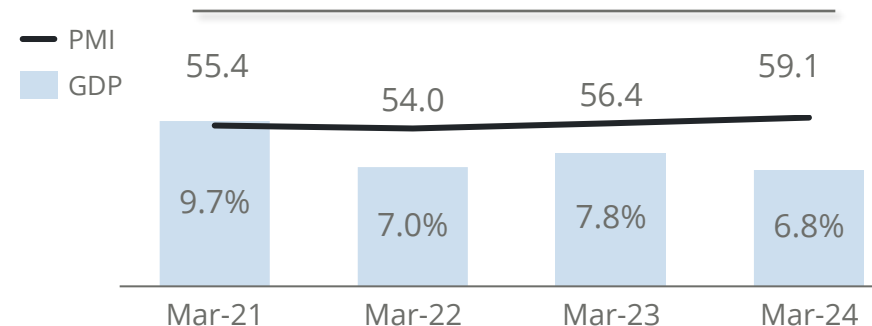


# ISCS – India Business

## ISCS India Revenue



## India GDP & Manufacturing Growth

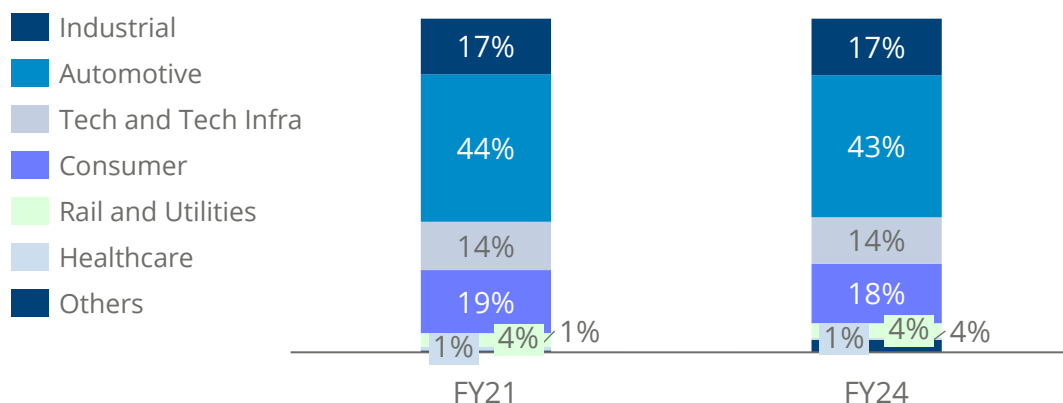


ISCS India business grew by

**17.3% CAGR**

over the last 4 years, outperforming the India GDP growth

## De-Risking with Diversification



## Key KPI

Average length of contracts\*

**5.9** Years in FY24

Addition of new contracts & wallet share addition has enhanced the avg. revenue per contract by **~14% CAGR** in FY24 over FY21

## Outlook

Growth being driven by TVS SCS **diversified portfolio, differentiated solutions supported by** strong economic indicators in both manufacturing and private consumption

Growth Levers

### Encirclement

New contracts from Existing Customer & adding incremental wallet share

### Diversification

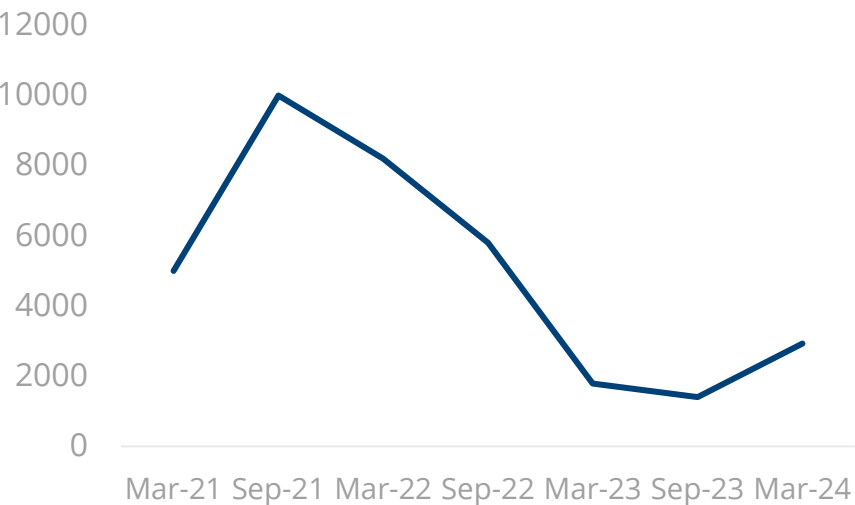
Addition of new customers across industries and adding multiple contracts across service lines

### EBIT Margin Improvement

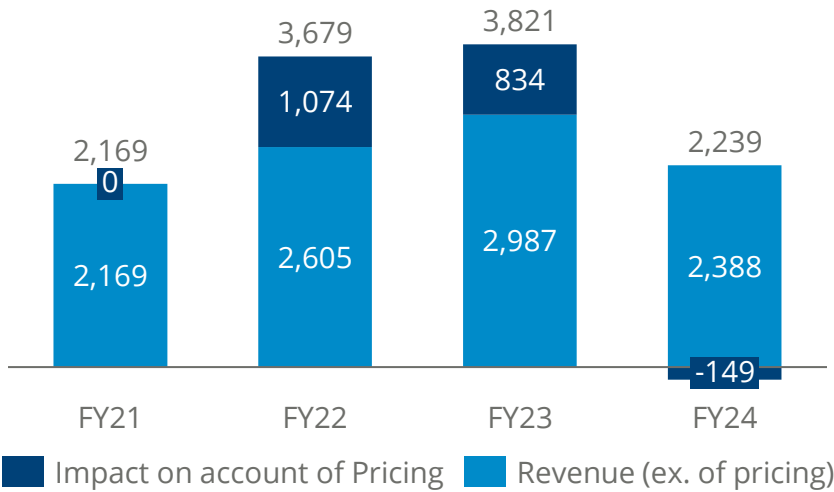
Contract level margin management coupled Operating leverage in line with medium term goals

# GFS Performance

World Container Index (\$ per 40ft. Container)



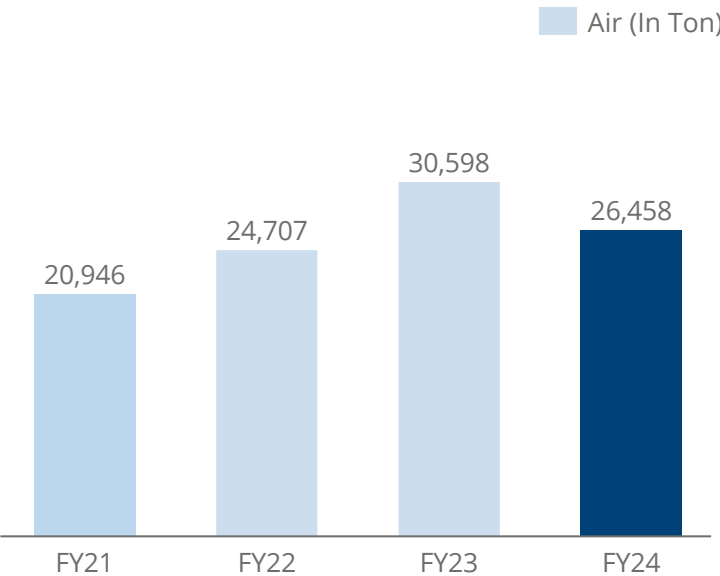
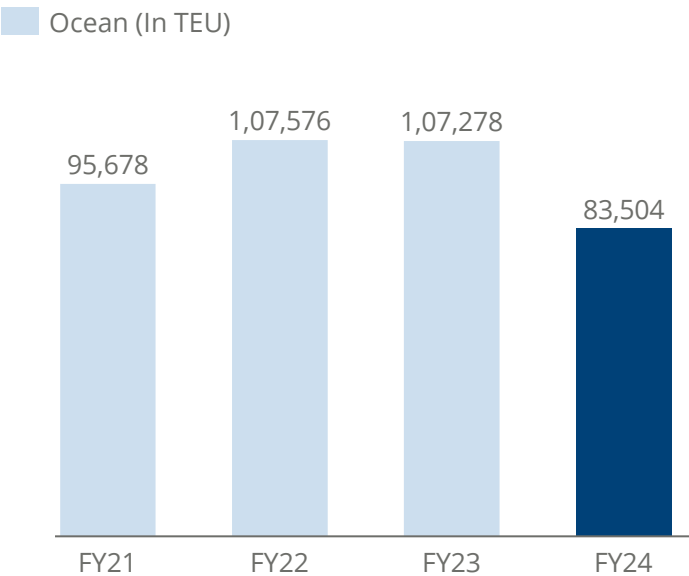
Revenue from Operations with Impact due to Pricing



## Impact for FY24

FY24 revenues & volumes had been impacted on account of various global macro economic uncertainties

## Volume

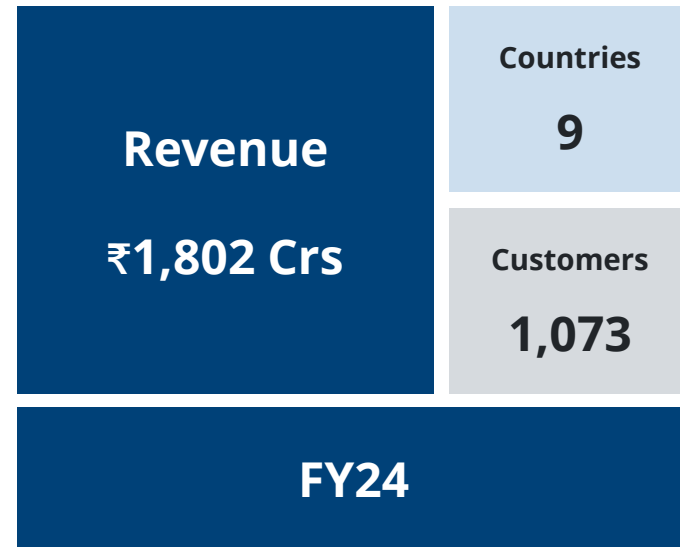


## Outlook

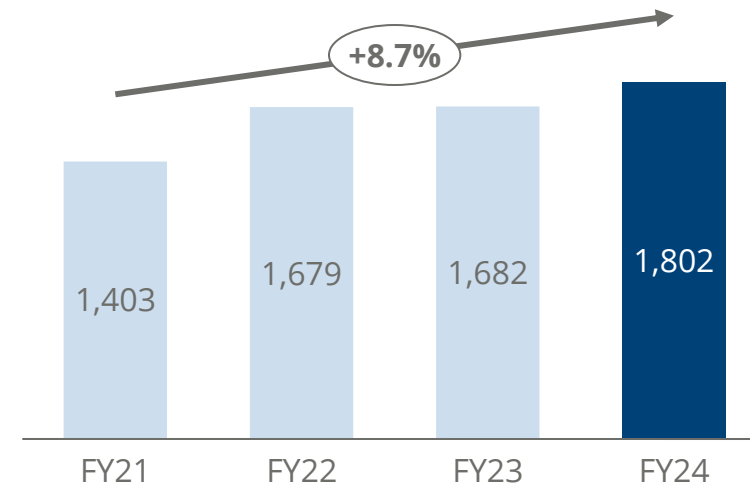
Key Initiatives to drive future growth

- Building on existing customer / trade lanes Increased **presence across new geographies** like US,
- Digital transformation to focus on enhancing the customer experience and optimizing operating costs

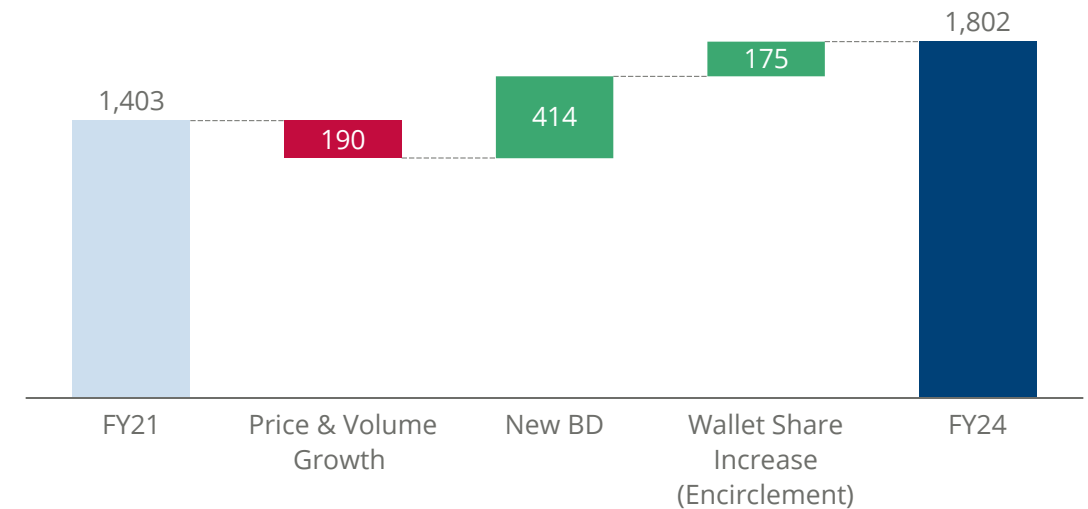
# IFM Performance



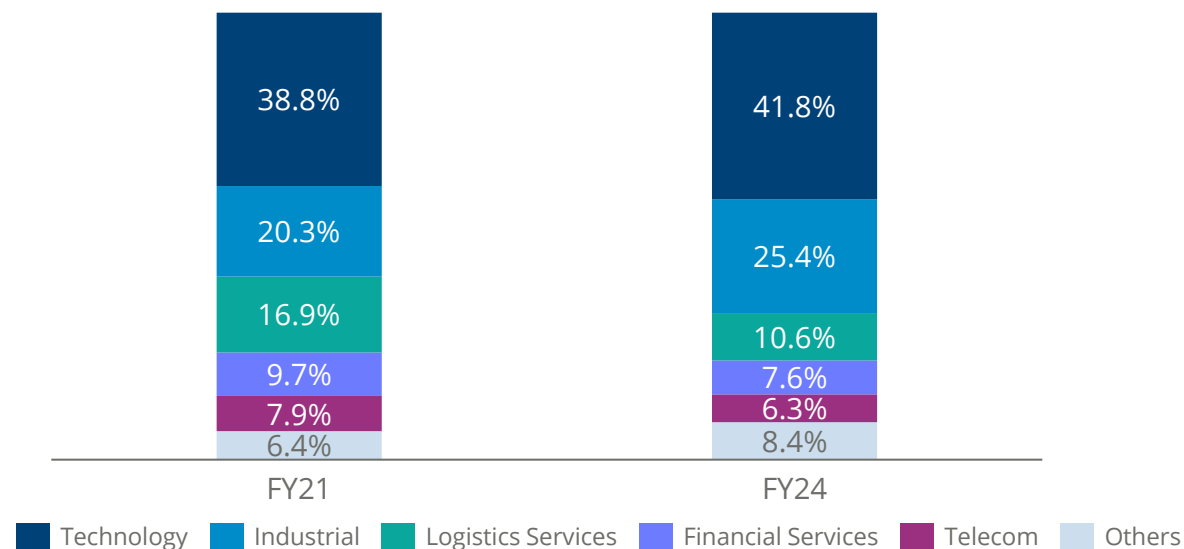
## Demonstrated Growth in Revenues\*



## New Order Wins Continue...



## Diversified across industries

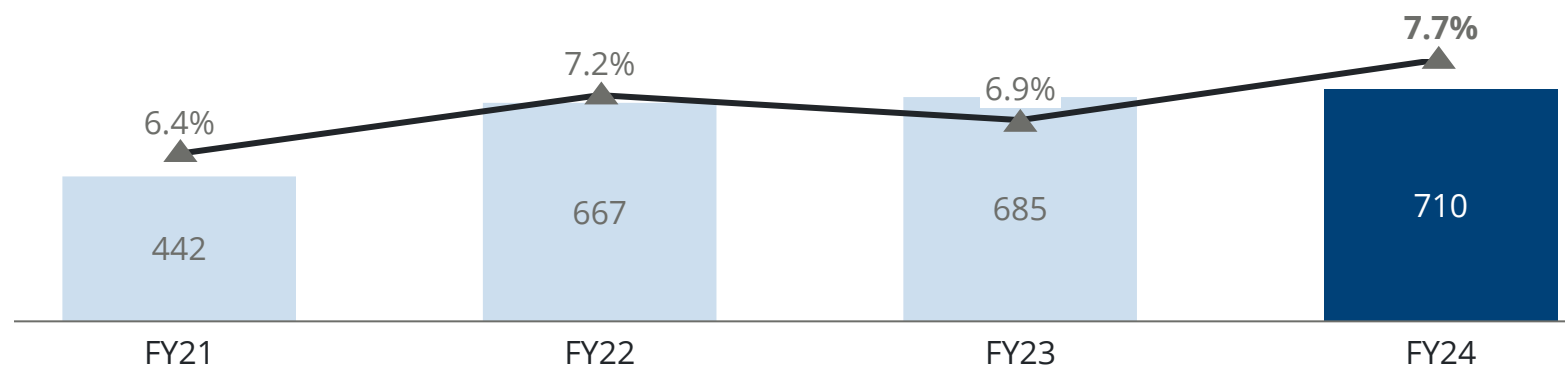


## Key Highlights

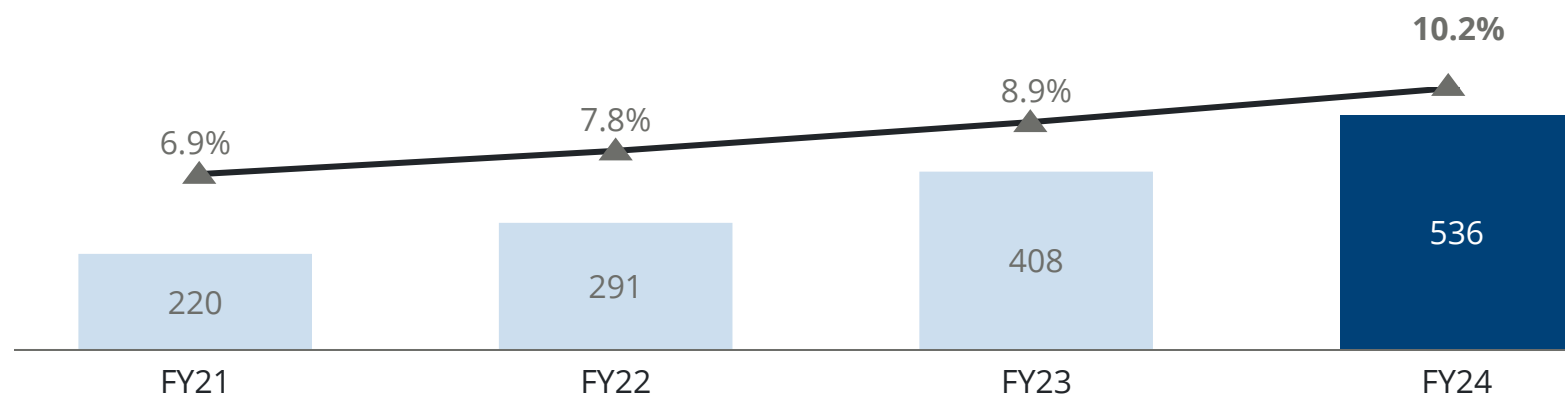
- ✓ Revenues continue to steady on account of new business development and encirclement
- ✓ End user industry demand is strong, and we expect the trend to continue
- ✓ **Outlook:** We continue to focus on our margins in IFM segment. We are implementing certain cost rationalization measures to boost our margins

# Positive Margin Trajectory

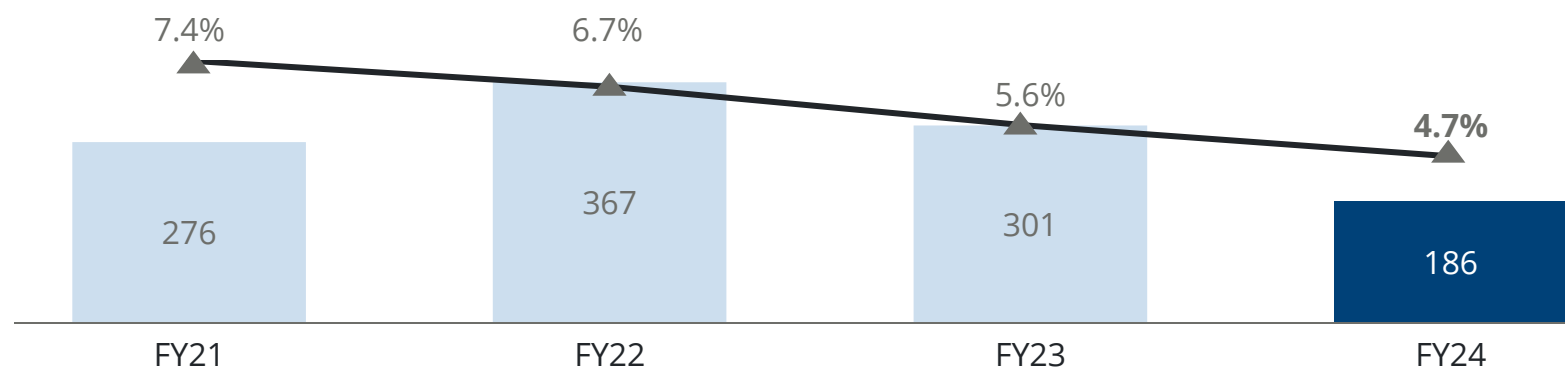
Consl. Adj. EBITDA



ISCS Adj. EBITDA



NS Adj. EBITDA



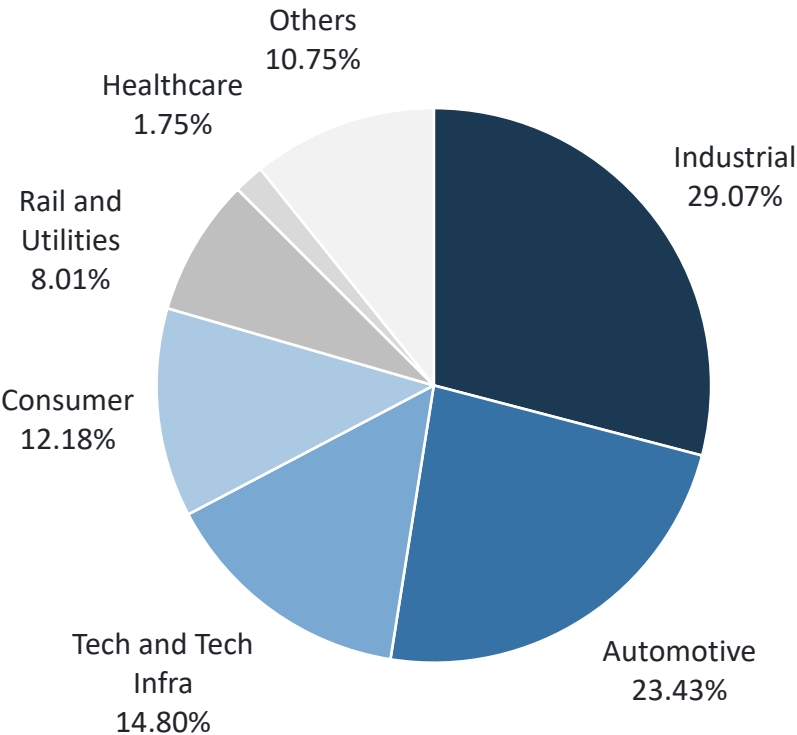
## Levers of Margin Expansion

- ✓ Since FY21, our consolidated margin has expanded by **130 bps**, driven by the strong performance of the ISCS segment and ongoing initiatives to enhance the efficiency of the NS segment
- ✓ In the ISCS segment, we have successfully acquired new large customers across key geographies and increased wallet share from existing clients. Leveraging digital initiatives, we have achieved significant operational efficiencies
- ✓ In the NS segment, the performance of the GFS division has been impacted by normalizing freight rates and geopolitical tensions. To manage these challenges, we have taken strong cost control measures and driven procurement efficiencies. The positive impact of these initiatives is expected to become more pronounced in the coming quarters

# Diverse customer base with long term relationships

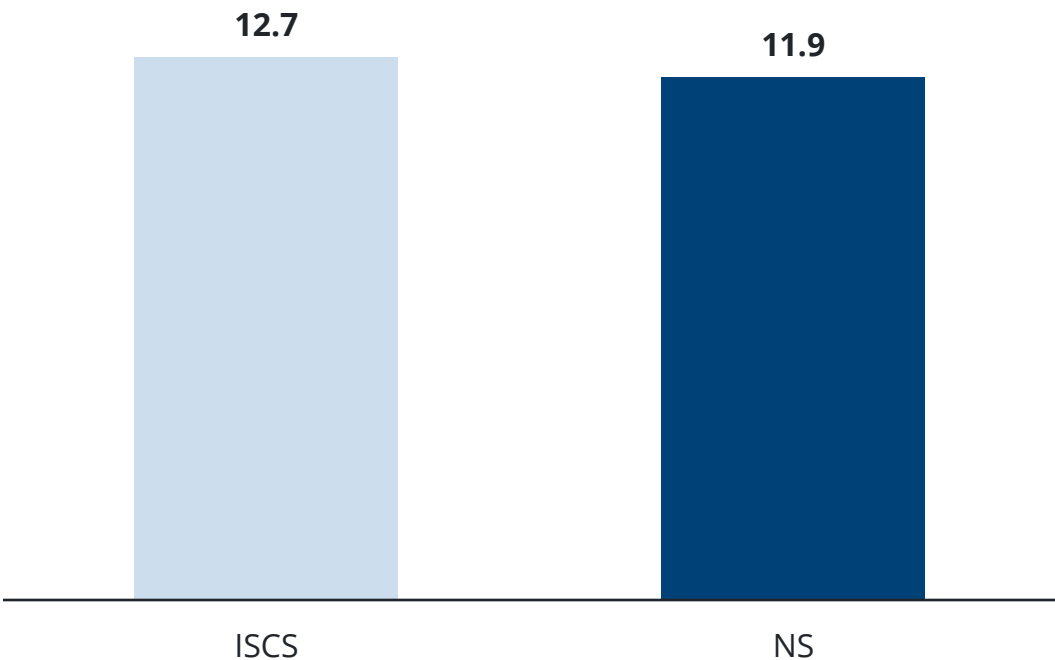
## Diversified customer base

Consolidated Revenue by customer sector (FY24)



## Long term customer relationships

Avg. length of relationships: of top 10 customers in FY24



## No. of Fortune 500 customers

FY21

54

FY22

61

FY23

72

FY24

78

# Select Case Studies

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# Case Study - Polarized Light damage detection



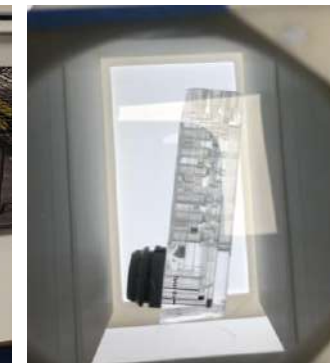
## Problems

- Microscopic cracks in plastic are a hygiene problem in soda guns
- Human detection skilled, time consuming and prone to error



## Solutions

- ✓ Illuminate with polarized light to highlight the damage
- ✓ Train an AI model to detect damage
- ✓ Package this as a full solution to evidence work to the customer



## AI DRIVEN PROCESS



## Solutions

- ☐ Halve headcount
- ☐ Double throughput
- ☐ Near 100% accuracy
- ☐ Happy customer

# Revolutionizing Warehousing Through Technology-Driven Solutions

## Client

Leading Indian multinational home appliances co.

## Industry

Electronics

## Issues

- Inefficient space management
- Non-compliance of SOPs
- Inventory mismanagement
- Late order execution leading to high operating costs
- Revenue leakage
- Customer dissatisfaction

## Key Requirement

- 1 Complete overhaul and design new supply chain network
- 2 Integration of Warehouse management system with Customer's ERP
- 3 Reduce Inventory variance and damage, monitor solutions
- 4 Reduce transportation time and increase visibility of transport operations

## Case Study



### Services Provided

- ✓ Supply Chain Consultancy
- ✓ Warehouse Design
- ✓ Inventory Automation
- ✓ Warehouse Management
- ✓ Transport Management



### Solutions

#### Digital Solutions

- ✓ TVS SCS WMS with integrated tracking
- ✓ Integrated TVS SCS WMS with customer ERP
- ✓ Control Tower
- ✓ Predictive analytics to forecast increased demand for supply chain agility

#### Business Solutions

- ✓ Designed new supply chain network
- ✓ Inventory and Transport Consolidation

## Results



Streamlined process and enhanced quality



Increased uptime resulting in increased production



Reduced cost of operations



Improved TAT & overall efficiency

# Case Study - Automotive



## Client

Leading Indian two-wheeler manufacturer

## Industry

Automotive

## Service Offering

Optimized the network to ensure error free deliveries



Inaccurate and damaged exports resulted in irate dealers, dormant inventory, and missed sales opportunities



## Overview & Challenges

The company was exporting CKD kits to 75 countries.

Facing multiple issues **with errors in shipment and damage of the CKD kits** on arrival.

The company was unable to meet the market demand and was having a bad experience in shipping the right parts, airlifting missing packages, and replacing damaged parts.

## Key Requirements



## Solutions

- ✓ System initiates packing when 100% of the parts are available
- ✓ MHE moves the material to the next station only when the right parts are packed
- ✓ Cameras monitor and alert operator's absence at a station
- ✓ Efficiency and speed are achieved through material lifts, spiral chutes, belt conveyors, pallet former, custom trolleys etc.
- ✓ Digitized Poke - Yoke validation ensures defect free delivery
- ✓ Plant capacity of 1000 bikes/day; Prepack storage - 3000 Bins, FG Storage - 3800 Pallets, 12 Inbound, and 4 Outbound docks

## Results

TVS SCS responded with a cutting-edge, purpose-built **warehouse automation solution** that achieved the goal of **error-free deliveries in less than 3 months**



Scalable



Cost effective

Outcome



Error Free Deliveries



Time to Market

# Tech Excellence: Driving Business Growth

We provide **Tech Enabled Solutions** customized to meet **specific customer needs**,  
**optimizing costs** and **maximizing efficiency**

## Transport Management

### **i-Loads**

One stop E2E platform for truck management, delivery tracking, billing, performance reporting



## Warehouse Management

### **Visibility**

Inventory management solution using RFID technology coupled with barcodes



## Freight Management

### **LCL Consolidator**

Enable automated decision making on container closing providing real time cargo visibility



### **e-connect**

Online tracking system with 24/7 visibility of goods down to order item level

## Supply Chain Management

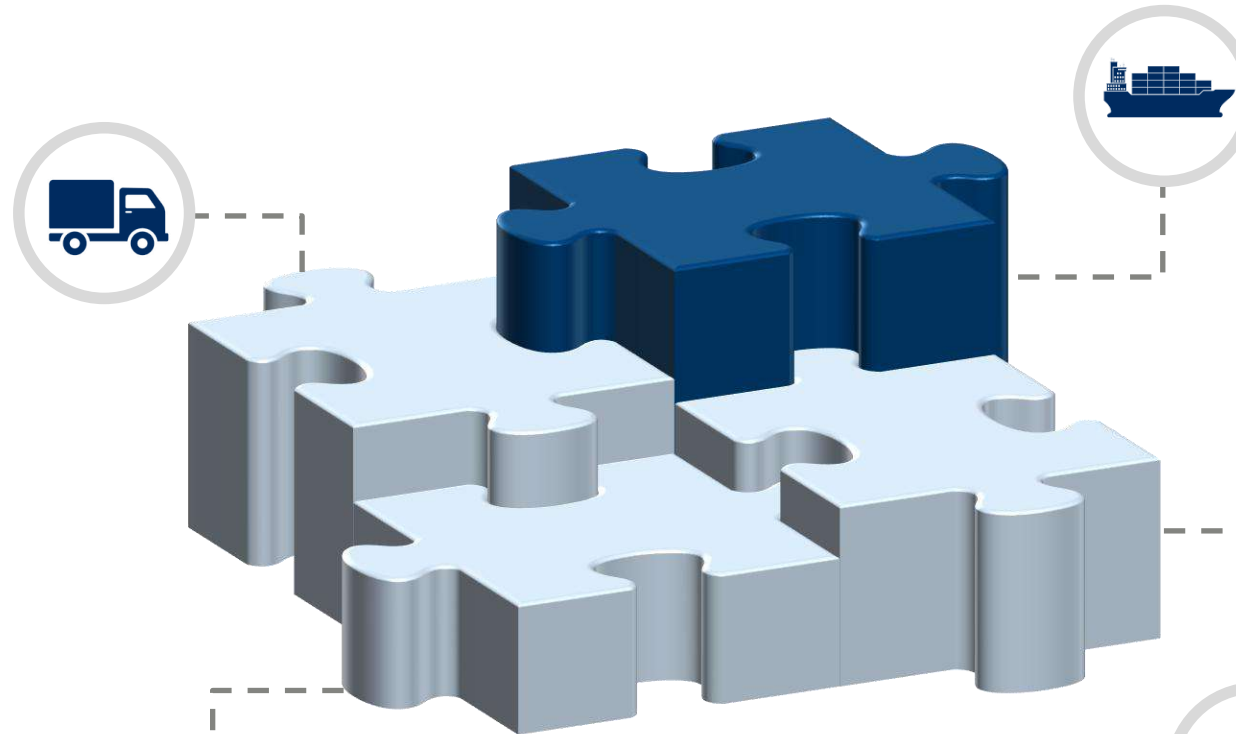
### **Msys**

Product data management, demand forecasting. Warehouse management, business data & Analytics



### **Courier Alliance**

Marketplace to match courier partner with customer demand ensuring speedy completion of last mile delivery





# Thank You

**Company: TVS Supply Chain Solutions Limited**

CIN: L63011TN2004PLC054655



Mr. J. Sivakumar - Head Investor Relations

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For updates and specific queries, please visit

[www.tvsscs.com](http://www.tvsscs.com)

**Investor Relations: Strategic Growth Advisors Pvt. Ltd.**

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CIN: U74140MH2010PTC204285

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